

Innovative development of business and its leaders

Visiting companies we can learn a lot from

We facilitate business development in the US,
the UK, China, Japan, France, Germany, and Brazil



<http://fforward.biz>





Dmitry Bondar

Company Founder
FASTFORWARD

INNOVATIVE DEVELOPMENT FORMAT OF BUSINESS AND ITS LEADERS

Participation in management tours is an opportunity to learn the real source of business success; as a rule, understanding the origins of such a success lies in detailed analysis, observation, and direct communication with top managers.

These are the people that create the future of a company. Innovations, technology, operation principles, and people are the four main elements that we pay close attention to when organising one of our visits.

MANAGEMENT TOUR FORMATS

Corporate



The visiting programme is based on two factors: what the customer wants, and the main strategic guidelines for the development of their company.



Internal sessions on innovation and management may be integrated into the programme.*



Number of participants: 15-20 representatives of one company.



The programme is always subject to approval by the client company.

*To achieve this, FastForward invites a facilitator (a representative of one of the world's top business schools or a business guru, for private sessions between company visits).

“Being part of such a unique project as FastForward is the best thing in the world. It does not matter whether you are a tour participant or the brain behind a new programme. You plunge into the world of successful people and companies with incredible results, where your only goal is to learn more. Then, you bring this knowledge to your company to make it much better. I am truly proud of all our projects and of how they change both people and companies.”



Alesya Glushchuk

Managing Partner
FASTFORWARD

Our team's motto is “Do everything sincerely and honestly; never be afraid of challenges and of making mistakes. Then, your client will always be happy.”



MANAGEMENT TOUR FORMATS

Open



The visiting programme is based on a thorough study of the achievements and strengths of successful companies included in the tour.



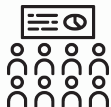
FastForward will carefully select and offer prospective participants thematic meetings and visits to company offices.



Number of participants: 15-20 representatives of different companies.



MANAGEMENT TOUR CONCEPT



Having read all business bestsellers long ago, top managers now want some practical knowledge: they want to hear, to see, to touch, and to understand.



This is the best way to motivate and develop your company's talent, increase loyalty, and develop an innovative way of thinking.



Traditional business education can only give you a general idea of what business is. However, a practical study of a successful business will yield real, practical first-hand knowledge.



In addition, every visit accumulates innovative ideas that will help shape your company's development strategy for the next few years.



Our management tours are the best way to see how a prospective partner works, which innovations are worth your attention, and which ones will just be a waste of your time and energy.



Read more at
<https://www.facebook.com/FastForwardTours/>

FASTFORWARD

Leading global companies have the best knowledge of how to meet the challenges of our dynamic digital era. After all, they create the future. **Innovations, breakthrough ideas and technologies**, attracting the best professionals and finding ways to keep them in the company – these are the main factors of success, which you will learn on every tour.



A photograph of a modern Google building with a glass facade. The word "Google" is written in large white letters on the glass. The building reflects the surrounding environment, including trees and other buildings. In the foreground, there are some trees and bushes.

Google

A VISIT TO THE SILICON VALLEY'S BEST GLOBAL IT COMPANIES

A SAMPLE OF A TOUR TIMETABLE*

Day 1

Arrival in San Francisco. Visiting Stanford University, Frost & Sullivan, and Google

Day 2

Visiting Intuit. Lunch with investor Pavel Cherkashin. Visiting Singularity University and Intel Museum

Day 3

Visiting SAP, LinkedIn, and Microsoft. Meeting with Naeem Zafar who sold 6 start-ups and earned more than \$50 million.

Day 4

Visiting Box, Facebook, Mohr Davidow Ventures Foundation, and 500 Startups incubator

Day 5

Visiting TechShop, Oracle, and Juniper Networks, as well as the Computer History Museum.

HIGHLIGHTS OF COMPANIES YOU CAN VISIT

The fastest growing companies according to Fortune:

Intel, Amazon, and Google.

The most innovative companies according to BusinessWeek:

Twitter, Facebook, Google.

The recognised leaders of their fields according to Fortune:

Amazon, eBay, Oracle.

facebook.

The world's largest social network founded by Mark Zuckerberg in 2004, Facebook connects over 750 million users worldwide.

twitter

Since its inception in 2006 by Jack Dorsey, Twitter has won worldwide popularity. Twitter is an online service allowing users to exchange short public messages, or tweets. In October 2018, Twitter's capitalisation exceeded \$25.6 billion.



Intel is the world's largest computer chip manufacturer, accounting for about 70% of this market. The main buyers of the company's products are Dell, HewlettPackard, and Apple, all of them manufacturers of personal computers.



MANAGEMENT TOUR: BEST EUROPEAN RETAIL CHAINS

SPAIN (MADRID), UNITED KINGDOM (LONDON)

A SAMPLE OF A TOUR TIMETABLE *

Day 1

Arrival. Starting day. Dinner

Day 2

Meeting with representatives of Mercadona S.A.
Discussing key development trends and visiting the supermarkets of ElVerdeEcológico, ElCorteIngles, Supercor, and HerbolarioNavarro networks

Day 3

Visiting the Carrefour retail network. Visiting the SánchezRomero supermarket chain

Day 4

Entertainment: a guided sightseeing tour of Madrid.

Day 5

Meeting with project leaders at ASDA Roehampton.
Business visits to the stores of Morrisons Wimbledon and Waitrose Kings Cross

Day 6

Visiting the stores of the WholeFoods and Sainsbury's chains. Visiting the British multinational corporation Tesco Extra Wembley

Day 7

Entertainment: a guided sightseeing tour of London.

HIGHLIGHTS OF COMPANIES YOU CAN VISIT



Carrefour is a French retailer, operating a retail chain of the same name, the second largest in the world after Wal-Mart. Carrefour has 15,130 stores (located in Europe, Brazil, Argentina, North Africa, and Asia) operating under different brands.



Mercadona is largest supermarket chain in Spain. As of October 2013, there were 1,448 supermarkets in 46 of the 50 provinces in Spain. The average area of a Mercadona supermarket is 1300 m2. The chain's market share exceeds 22%. Spaniards love these supermarkets, because they set much lower prices for Spain-made products than others. Mercadona supermarkets sell bread of their own baking. There is also a fairly wide range of local fruit and vegetables, as well as ham, olive oil, wine, olives, cheese, etc.



unPacked is guided by a completely new format, "Store without packaging, or ZeroWasteShop". Zero waste is a completely new attitude towards waste. To solve the global problem of the increasing amount of garbage, it is necessary to increase the volume of processing and reduce the amount of waste to zero. This is what 'zero waste' means.

Walmart



MANAGEMENT TOUR: BEST US RETAILERS

A SAMPLE OF A TOUR TIMETABLE *

Day 1

Visiting Zappos. Flight to San Francisco

Day 2

Visiting Facebook, Naeem Zafar, and Stanford Tour

Day 3

Visiting Google, Facebook, and 500 Startups

Day 4

Visiting Facebook, Walgreens (store), and meeting with Dmitry Pushkaryov

День 5

Visiting Facebook and SephoraLab

HIGHLIGHTS OF COMPANIES YOU CAN VISIT

Three tour formats are available:

- Food retail
- Non-Food
- Pharmaceuticals

Only 50% of open management tours are pre-scheduled, so you always have the opportunity to add interesting meetings to the programme.



Walmart is the world leader in retail. It is a true business empire with annual sales of \$351 billion. The company has become a juggernaut by reducing costs at each stage of the trade network.



The company operates a leading pharmaceutical retail chain in 49 US states. Walmart established a foothold in this market segment as early as in 1901.



Target is the largest non-food supermarket chain in the US with an income of \$60 billion. This dynamic company has created a complete set of trading 'tools'.



MANAGEMENT TOUR: BEST BRAZILIAN IT COMPANIES

HIGHLIGHTS OF COMPANIES YOU CAN VISIT



Founded in 1976, SAS is one of the world's largest private IT companies. It is a recognised world leader in business analytics (its market share is more than 36%). This company develops software solutions and services in the analytics industry. Among the company's permanent customers, 90 are on the 2013 FORTUNE Global 500 list.



Oracle is the world leader in software development for corporate clients, as well as the world's largest supplier of server hardware. The company was founded in 1977, and since then its branches have opened in more than 145 countries around the world. ORACLE specialises in production of targeted industry applications, database management systems, business applications, and middleware.



This company specialises in corporate software solutions. It employs more than 700 staff, and the number of its loyal customers exceeds 3,500. CIGAM SOFTWARE is a leading manufacturer of enterprise management software. The company offers comprehensive solutions for resource management, customer interaction, personnel management, mobile technology, and business analytics.



BgmRodotec is Brazil's top corporate software developer. It has been in the information technology market for more than 30 years and works exclusively with clients in Latin America, of which there are more than 2,000 at this time. The company develops software for the transport sector and also provides technical support to customers. BgmRodotec employs about 250 people.

A SAMPLE OF A TOUR TIMETABLE *

Day 1

Overview of the IT industry in Brazil and around the world. Trends in the Brazilian IT market. Trip to SAS and BgmRodotec.

Day 2

Visiting GIGAMSOFTWARE, ORACLE, and Netsolutions. Meetings with top managers and the companies' IT department managers

Day 3

Going to Visagio, CI & T, and Cisco. Learning about new strategic and technological solutions. Presentations and talks with leading IT experts of these companies.

Day 4

Visiting Symantec and Globant.

Day 5

Visiting EMC and Google. Discussing the organisational structure of companies and the best development methods.

Day 6

Entertainment: a tour of the historical and business centre of San Paulo and a trip to Ibirapuera Park.



HIGHLIGHTS OF COMPANIES YOU CAN VISIT



Zappos, an online shoe store which grew from a company with an office in a bedroom to a multi-billion corporation in just 10 years, is considered the business with the world's best corporate culture.



Patagonia was founded in California in 1957 by Yvon Chouinard, the greatest businessman in history. The company started with production of climbing hooks. Now Patagonia is one of the most eco-friendly brands. The production mainly uses the so-called "green technology", which does not pollute the planet.



The company was founded in 1970 by Chris Rufer. Back then, it had only one truck and transported tomatoes. Today, it holds the dominant position in the US tomato processing and transportation market. There is an interesting activity in Morningstar: every employee indicates their own schedule responsibilities in an "Arrangement with Colleagues". For example, they can schedule between 40 and 45 working hours during the off-season and from 50 to 55 hours during the high season. Colleagues discuss their "Arrangements" with each other and know about everyone's responsibilities.



Airbnb is an online platform for posting, searching, and short-term rental of private housing around the world. Its users have the opportunity to rent out their accommodation in whole or in part to travellers. The site provides a platform for contact between the host and the guest, and is also responsible for processing transactions. Airbnb offers housing in 65,000 cities in 191 countries of the world.



WholeFoods supermarkets draw a direct connection between their image of a health food store selling freshly picked fruit and vegetables, and a natural handmade graphic language, appealing to customers – and it is very convincing. It is worth noting that WholeFoods uses "plot" as one of the methods of working with customers. The store tells a story about every product, offering visual stereotypes that motivate people to buy it.

A SAMPLE OF A TOUR TIMETABLE *

Day 1

Meeting with representatives of MorningStar and Airbnb: lectures and Q&A sessions with speakers.

Day 2

Visiting Patagonia and Medium: office tours, introductory lectures, presentations, and Q&A sessions with speakers.

Day 3

Visiting Patagonia and Medium: office tours, introductory lectures, presentations, and Q&A sessions with speakers.

Day 4

Visiting Invitae and WholeFoods: office tours, introductory lectures, presentations, and Q&A sessions with speakers. Entertainment: a tour of San Francisco. Flight to Las Vegas.

Day 5

Visiting Zappos and The Venetian Hotel: office tours, lectures, and Q&A sessions with speakers.

Day 6

Entertainment: a day trip to the Eldorado Canyon.



UCSD
Medical
Center

MANAGEMENT TOUR: TELEMEDICINE IN USA

BEST MEDICAL CENTERS AND COMPANIES

HIGHLIGHTS OF COMPANIES YOU CAN VISIT



UC DAVIS Medical Center

Formerly known as Sacramento Medical Center, it is a large institution owned and operated by the University of California. The medical center is one of the leading hospitals in the country. UC Davis makes extensive use of telemedicine to provide direct clinical care to patients at a distance, giving clinics and hospitals throughout the state access to more than 40 medical fields. The software has given over 20,000 telemedicine consultations.



MedM

MedM is the world leader in software development for remote monitoring. The company's key product is MedM Platform, which includes a line of mobile applications and a unique cloud service. The software supports over 200 medical devices, is available on all modern smartphones and tablets, and is ready for integration with medical information systems.



Telemedicine.com

The company is an international expert in telemedicine with over 20 years of experience in innovation, sales, training, and support for projects around the world. The company specialises in providing services ranging from the creation of a project concept to its completion, including site evaluation, usability studies, specification, instruction, distance learning, sales, and training in telemedicine systems.



UC San Diego Health

West Health creates and promotes stable, high-quality care models to improve care for elderly patients and their families. The company consists of three non-profit organisations: Institute, Center, and Foundation. The company's mission is to improve the quality of life and maintain the independence of retirees.



Компания Heal

The company specialises in medical services. It uses the principle of calling a doctor to your home using a mobile application. It guarantees qualified doctors and saves customers' time.

A SAMPLE OF A TOUR TIMETABLE *

Day 1

Visit to Heal

Day 2

Visit to WestHealth.

Day 3

Meeting with Todd Cooper, Executive Director of TRUSTED SOLUTIONS FOUNDRY, INC. Previously, he was the Vice-President of GlobalSourcing, where he managed more than 950 employees and a budget of \$5 billion.

Day 4

Visit to UC DAVIS Medical Center.

Day 5

Visit to Second Opinions.

Day 6

Visit to MedM.



HIGHLIGHTS OF COMPANIES YOU CAN VISIT



Located in Beijing, Innoway is China's first high-tech landmark on culture and innovation. Thanks to government and international contacts, Innoway acts as a platform for sharing innovations between global and local start-ups, corporations, institutions, and universities.



Alibaba is a Chinese online public trading company. Its headquarters is located in Hangzhou. The company's main lines of business are B2B trading and online retail sales. In 2012, sales on Alibaba's two group portals amounted to RMB 1.1 trillion (\$170 billion).

Alibaba Cloud, also known as Aliyun, is a cloud computing company in China, a subsidiary of Alibaba Group. Alibaba Cloud provides online business cloud services and Alibaba's own e-commerce ecosystem. Meeting format: New Retail Solutions presentation.



This Swedish-Chinese start-up has designed and created a standalone store which travels to customers. Moby Mart, created by Wheelys, Hefei University of Technology, and Himalafy, has been called the "supermarket that comes to your place". Customers who intend to make purchases inside the store-car can choose items, scan them using their phone, and then put them in the basket. The payment will be taken from the customer's bank account automatically.





CHINA COMPANIES RETAIL TOUR

HIGHLIGHTS OF COMPANIES YOU CAN VISIT



Jingdong Mall is a Chinese e-commerce company based in Beijing. It is one of the largest vendors on the Chinese Internet in terms of B2C transactions. The company started trading internationally in October 2012, launching its English-language website at the same time.



The BingoBox start-up has already opened 200 automated stores in mainland China. By the end of 2018, the number of robot stores is expected to increase up to 5,000.

This will allow the company to collect more data on the individual preferences of residents in certain areas and to offer a special range of products at competitive prices. The appearance of BingoBox reflects the customers' tendency to forgo traditional supermarkets with cashiers and security guards. To enter one of the shops, you must use a QR mobile phone scanner. Having chosen the goods, customers place them on a special counter, which displays the quantity and writes a check. Payment is made via mobile wallets. Surveillance cameras and RFID tags are used to provide security at the stores.



Chunbo has more than 200 employees at its head office in Beijing and has recently opened offices in Shanghai and Guangzhou. Chunbo accomplished this in just one year. The company buys its goods from domestic global suppliers of organic and fresh non-GMO foods. Unlike e-commerce sites such as JD.com and Tmall, Chunbo is a single platform without separate stores.



Alibaba's Hema supermarkets are a key platform for testing the new retail concept of Alibaba, where customers can buy goods both online and offline. Since its launch in 2016, Alibaba has opened 64 Hema stores in 14 cities with more than 10 million customers. For a Hema supermarket that has been open for at least 1.5 years, average daily sales are more than RMB 800,000 (\$ 116,500); about 60 percent of them come from online orders.





IT'S ALL ABOUT PEOPLE. HR MANAGEMENT TOUR

USA (SILICON VALLEY)

HIGHLIGHTS OF COMPANIES YOU CAN VISIT



Stanford is a private research university, one of the most prestigious institutions in the world, occupying top positions in numerous academic rankings in the United States and globally. In 2011, Stanford University ranked second in the Global Academic Ranking of Universities and fifth in the ranking of the best universities in the US, according to Forbes.



The company is famous for its unique atmosphere, fast service, hospitality, and openness. Every year since its launch, it has been included in Fortune's top 100 employers list. It sells four thousand units of goods, 80% them under its own brands.



Coursera is a project in the industry of mass online education. The project collaborates with universities that publish and conduct courses on various branches of knowledge in the system. As of February 2017, 24 million users, over 2,000 courses, and 160 specialisations from 149 educational institutions were registered with Coursera.



Lab126, a subsidiary of Amazon.com, is the developer of the Kindle software platform for Amazon. Similarly, Lab126 is developing other "easy-to-use, highly integrated consumer devices for Amazon."

The company's mission is to be the most caring company on Earth.



Invitae is a genetic information company whose mission is to put genetic information at the basis of medical practice in order to improve the quality of healthcare for a billion people.

A SAMPLE OF A TOUR TIMETABLE *

Day 1

Welcome to San Francisco! Group arrives at San Francisco International Airport (SFO).

Day 2

Official welcome and programme overview. Visiting Facebook. At the meeting, discussion will revolve around the company's corporate culture, as well as recruitment, on-boarding, and training of university graduates, which showcases Facebook's unique model. A sightseeing tour of San Francisco.

Day 3

Visiting Google. Participants will be able to discuss the on-boarding of new recruits and their development within the company, preferential terms and bonus packages for company employees, motivation systems, and Google's corporate culture. Visiting Stanford University.

Day 4

Visiting Trader Joe's. Managing staff in the period of the company's active growth. Corporate culture. Analytics in staff management. Visit to Coursera, a project in the field of mass online education.

Day 5

Visiting Invitae. Participants will be able to discuss the on-boarding of new recruits and their development within the company, preferential terms and bonus packages for company employees, motivation systems, and employee adaptation. Visiting Amazon Lab126, whose mission is to be the most caring company on Earth.

Day 6

Visiting Zappos: creating and maintaining corporate culture, company values and features, ways to motivate employees, and produce the "Wow-effect". A visit to The Venetian Hotel: teamwork and unity, the policy of openness and its impact on company employees.

Day 7

Entertainment. Just 16 km west of Las Vegas, Nevada's amazing park, the Red Rock Canyon is found.

CONDITIONS OF PARTICIPATION AND REGISTRATION

Open management tours are for groups of up to 30 people (possibly divided into smaller groups), including top managers. These are the people who :



Develop business development strategies for years ahead



Business owners, CEOs, Directors



Define the investment priorities for their companies



Strategy Specialists, Development Directors



Consider new opportunities for business development



Executives who want to establish long-term business contacts with companies abroad and build joint businesses

The price includes:

- Complete business programme, logistics, insurance, cultural programme, information kit, and prompt response to any issues.
- Professional translation during all meetings
- Throughout the entire management tour, you are accompanied by FastForward representatives, who guarantee high-level service and compliance with the actual visiting programme described in the brochure.

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Sign up now:

Online

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www.fforward.biz/register

REVIEWS

MORE THAN 40 SUCCESSFUL VISITS

Ernst&Young:

"I would like to note that the management tour was useful for the participants and allowed them to get acquainted with the leading companies of Silicon Valley, as well as their development plants and the directions they wanted to take their business.

It was also very interesting to learn about the prognoses the leading Silicon Valley companies made for the development of the high-tech industry and the so-called "new" information economy."

I-FREE:

"Meetings with the representatives of leading companies in the telecommunications industry in Japan were extremely useful, interesting, and productive, and they allowed us to learn about business models and new technology on the Japanese market. The business tour was informative and gave us ideas that will help us to develop the existing lines of our business and implement new projects."

Fozzy Group:

"Visits and meetings with the managers of such companies as WalMart, TraderJoe's, Wegmans, C&S distribution centres, and WalMart allowed us to gain invaluable experience and fresh innovative ideas. Each meeting and trip was accompanied by representatives of the University of Saint Joseph specialising in food retail, which gave us the maximum amount of useful information at every meeting."

More reviews at
<http://www.fforward.biz/visits/1/>

We offer services to key company employees, owners and founders of businesses.

Corporate Management Tour

Tours are organised separately, based on the wishes and goals of each individual company, exclusively for its employees, partners, and customers.

Open tour

This tour has been developed for managers specialising in a single area such as HR, Kaizen, metallurgy, telemedicine, etc.

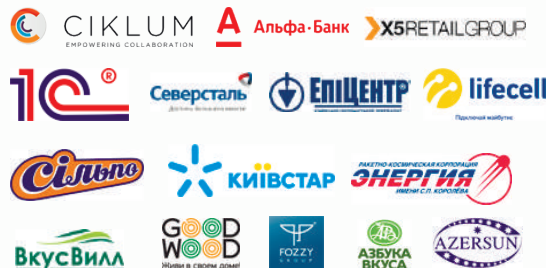
Expert advice

A consultation with a selected expert from a top company.

Smart Corporate Party

An unconventional corporate party for employee training (New Year's Eve, company birthday, etc.)

Learn more about management tours from our participants.





"Being part of such a unique project as FastForward is the best thing in the world. It does not matter whether you are a tour participant, or the brain behind a new programme. You plunge into the world of successful people and companies with incredible results, where your only goal is to learn more. Then, you bring this knowledge to your company to make it much better. I am truly proud of all our projects and of how they change both people and companies."

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